

AMONG THE AUTOMOBILISTS

HOW NEW YORK IS THE LEADER IN THE SELLING FIELD.

Annual Business of \$600,000,000 Done on the Row—Waiting Good Weather to Make Trade Start Up—Recommendations on Repairing Streets.

New York is the automobile selling center, and though reports have it that our glory soon is to be eclipsed by sections in the West, Southwest or Middle West, according to the ideas of the person quoted. Just now, with gloomy and unfavorable weather prevailing, New York doesn't feel so chipper. Not until there is some real spring will business here come to its own.

Business here represents some volume, if the statistics gathered by *Automobile* are right. These figures, covering the local situation from every angle, were published recently. To begin with, New York sells annually \$600,000,000 worth of cars, or about 20,000 machines. That's something to sell. Between Forty-seventh and Seventy-sixth streets on Broadway alone are sixty-one agencies or branch houses handling ninety-five different makes of automobiles. There are more than these when the side streets, other avenues and the dealers in foreign cars are counted in.

The 'Row' is the biggest, busiest and by far the most important automobile sales field in the world, says *Automobile*. "There are fully seventy American agencies in New York, which handle upward of 31,150 cars annually, and with the concerns selling foreign cars the number is swelled to eighty and the total number of sales reaches about the enormous figure of 33,000. The automobile selling fraternity of Manhattan takes in considerably more than \$60,000,000 a year over its counters. If the profit on these sales is roughly 25 percent, the gross income of the New York agencies is \$15,000,000 a year.

"Dividing this sum equally between the eighty different concerns the pro rata share of each would be \$187,500. On the average there are ten persons employed in each salesroom, and the average rent paid is in the neighborhood of \$5,000. If the average income of the employees is \$2,000 the total expense for that item would be \$200,000. Light, heat, advertising management, incidentals and other expenses would account for a much larger sum. The total net profit of the various agencies, disregarding bad credits and losses, figures out a comfortable sum on the general average, but like every other business some of the concerns included enjoy a feast and some suffer the pangs of famine."

The estimates of the coming season's sales were found to be all the way from 2,100 cars down to 100 cars. The biggest and most expensive machines will sell from 400 to 100 in the season, the sellers figure.

About men and methods the following is to be found:

"There are upward of 700 men engaged in selling automobiles along the row.

"There are fully 500 clerks and office help, employed in the various stores.

"The average pay of the salesmen is in the neighborhood of \$10,000 a year.

"The best salesmen make \$10,000 a year and in a few instances even larger sums.

"As a general rule, the managers of the establishment is the best salesman.

"Three kinds of selling organizations are used in New York: the exclusive agency, the general sales agency, third, branch houses.

"The rental of automobile stores alone, not including other spaces and departments, amounts to \$500,000 a year.

"The payroll of the salesmen and sales managers totals \$1,000,000 annually.

"Advertising, freights, light, heat and incidentals foot up almost \$2,000,000.

"The other expenses of the row bring the amount of expenditure well above \$5,000,000.

"The total gross income of the row has been estimated at \$12,000,000.

"If six men divided the net income equally there would be six new millionaires every year.

"Many of the selling organizations are conducted in which the stock is held widely.

"There is an increasing number of branch houses operated as a part of factory selling.

"The territory covered by the row extends in some instances through a dozen States.

"Here's something else in the statistical line. The automobile registrations in the Police Department here cost \$37,726 for the year ended December 31, 1910.

Remedies for the streets are suggested in a recent report made by the Bureau of Municipal Research, which says that repairs needed greatly aren't made in the winter when they might be.

"Engineers of long experience and wide reputation in paving matters say that it is practical to make repairs at any time during the winter unless by raining or snowing or the streets are covered with snow, no matter how cold or how hard the wind blows, says the report.

The recommendations made by the bureau are these:

1. That a patch made when a hole first appears will save money and public annoyance, because the hole, however slight, once made enlarges almost incredibly rapidly, and this irrespective of whether the patch last one or three months or one or three years.

2. That if necessary the Bureau of Highways provide itself with rollers and organize paving gangs, securing its material from the companies or from the city plant in Brooklyn.

3. That as an alternative to the special contract made for winter repairs, covering all pavements, provided the guarantee companies refuse to make winter repairs and the corporation Council holds that they cannot be compelled to do so.

4. That specially constructed motor trucks be used to convey the asphalt from the plants to the street, so that which may be damaged by the heavy trucks may be protected.

5. That the Bureau of Highways be kept in the habit of making repairs as they are needed, and that the Bureau of Highways be kept in the habit of making repairs as they are needed, and that the Bureau of Highways be kept in the habit of making repairs as they are needed.

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COURT TENNIS TOURNAMENT.

Dr. G. S. Derby Wins First Game for U. S. Championship.

Boston, April 4.—One match in the United States court tennis championship was played at the Tennis and Racquet Club to-day and resulted in an easy victory for Dr. G. S. Derby of this city over George E. Atherton of Philadelphia. The scores were 6-1, 6-0, 6-3, 6-3. Derby won by 24 games to 12 and scored 136 points to Atherton's 101.

It was a loosely played game throughout and did not furnish any brilliant tennis except in infrequent flashes. It was almost entirely a floor game, neither playing often for the openings. In the latter work Dr. Derby excelled, finding the grille three times and the dedans twice. Mr. Atherton twice placed to the grille and once to the dedans. Both drove the net frequently and were about equally at fault in this respect. Dr. Derby, however, was very accurate in his service, and his service double faulted no less than eight times. Mr. Atherton had only a couple of faults, but he was at fault in the net.

Except in the third set Dr. Derby was entirely superior to the Philadelphia player. The play was a very close one, but at the point after point and eventually gave away the set. Dr. Derby is a heavy and powerful different makes of American. He has a good service and this morning was strong on cross-court shots to the tambour, finding the grille twice in the latter part of the opponent's discomfiture. The summary:

FIRST SET.

Dr. Derby 4 5 4 4 4 4 23-1

Mr. Atherton 1 0 1 0 1 0 1-9

SECOND SET.

Dr. Derby 4 4 4 7 4 27-6

Mr. Atherton 1 1 0 5 1 9-9

THIRD SET.

Dr. Derby 4 2 4 1 5 3 1 1 4 6 3 2 2 42-6

Mr. Atherton 3 0 1 1 4 3 4 2 4 4 4 4 4 4 46-3

FOURTH SET.

Dr. Derby 5 2 6 4 3 5 4 3 4 30-6

Mr. Atherton 3 4 4 6 3 3 1 5 2 31-5

Referee—Joseph Crandall. Marker—Fred Kneeland.

Joshua Crane will meet Dr. Derby to-morrow morning and in the afternoon C. T. Russell of the Boston Athletic Association will play against H. H. Clark of Philadelphia.

INTERCITY YACHT RACE.

New York and Boston 51 Raters May Meet at Marblehead.

Efforts are being made to sail an intercity race off Marblehead in August after the disbanding of the New York Yacht Club. Last year the Eastern 51 raters, Amoret, Mavourneen and Timandra of Massachusetts met the Cara Mia, Windward and Crescent of these waters in a series of races off the Atlantic Yacht Club at Sea Gate and the Amoret was victorious.

The best for racing and cruising, are being built for New York and Eastern yachtsmen and the racing promises to be of the best. The Manhasset Bay challenge cup has been the incentive in local waters. The trophy was won last year by the Mavourneen, a 51-footer from New York, which represented the American Yacht Club, defeating the Windward of the Indian Harbor Yacht Club and the Mavourneen of the Corinthian Yacht Club of Marblehead.

The Cara Mia will defend the cup again this year and will have to meet a fleet of new yachts. The new 51-footer, the Corinthian Yacht Club has challenged, and a syndicate of members is having a boat built at Herreshoff's. The new 51-footer, the Corinthian Yacht Club has challenged, and a syndicate of members is having a boat built at Herreshoff's.

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GOLF.

Call for Meeting of Eastern Trades Association.

One of the largest and best known of the commercial golf leagues, the Eastern Trades Association, has sent out a call for the annual meeting on next Wednesday at the Gotham room of Murray's Roman Gardens. An innovation of good sense among business men who golf is that the meeting is to be held at noon. Reports will be presented and arrangements made for the spring tournament.

The membership is made up of wholesalers in the steam, electrical and gas fitting lines and allied trades. Spring and fall one day tournaments are held each season at one of the M. G. A. courses and a special one wherever the National Trades Association has its annual session. The Eastern president is C. N. Brize, vice-president, W. G. Le Compté, secretary-treasurer, A. S. Armagane and captain, J. Barton Garfield. Findlay S. Douglas is a member and also F. C. and P. R. Jennings, Frank B. Barrett, E. H. Gilles and others of note on the links.

After holding its best players for three terms Yale will be bereft of no less than three of the golf team, who take their place in the Eastern. They are R. E. Hunter, intercollegiate champion; B. P. Merriman, Connecticut champion in 1908 and 1909, and Harry J. Landon, Transylvania and Minnesota champion. Robert Gardner, national champion of 1910, will remain and captain the team in club matches and at the intercollegiate tournament over the Baltusrol course in September.

A writer in the London *Daily News* is enthusiastic on the charms of the seven-year-old Walton Heath, which he calls the "dog leg" hole. It is a hard two shot hole and Miss Leitch during her famous round, which she lost last fall, added by a helpful wind, made the green in what is termed a phenomenal second. The article states this style of hole is "justly becoming increasingly popular." Of most concern to Americans is that their word to describe these right angle fair greens has been adopted in Great Britain. During the national championship won by H. M. Fripp at Quorn in 1909, a dog leg had many an airing in print, for several of the matches ended on a famous hole of that type—the eleventh or twelfth in memory serves. The old home hole at Oakland, on which Will Anderson used to pull the shot, was not for a pull around the corner, has also been often termed the "dog leg." The sharp angle of a dog's hind leg at the hook point suggest the comparison.

All eligible players are invited to take part in a seniors' handicap of eighteen holes to be played on the course of the Country Club of Lakewood on Wednesday, April 19, which is the day before the opening of the three day spring tournament, for the main event. There will be a gross and two best net score prizes. The handicap is limited to players of 25 years of age and upward.

There is no infringement in the pioneer tournament under these conditions held for seven years now at the Apawamis club and of national fame, for the Lakewood golfers with due regard to their future, not the seniors' tournament. Entries close on or before April 18 with Frederick A. Porter, chairman general, at Lakewood. The handicap at the home club or in the Metropolitan Golf Association must be mentioned.

ARUNDEL OARSMEN REJECTED.

Henley Stewards Don't Want Crack Baltimore Four This Year.

Word has come from England that the four oared crew of the Arundel Boat Club of Baltimore were anxious to row at the Henley regatta this year, but that the Henley stewards did not want the Baltimore oarsmen. Those in charge of the management of the Arundel crew did not send an official entry, to judge from the story, but they wrote a letter as a sort of a feeler as to how the Henley stewards felt toward the entry. The story further goes that a letter was sent from England to the effect that the Arundel crew was not an official entry, to judge from the story, but they wrote a letter as a sort of a feeler as to how the Henley stewards felt toward the entry. The story further goes that a letter was sent from England to the effect